

# **VIRGINIA REAL ESTATE BOARD**

## **EDUCATION COMMITTEE AGENDA**

January 23, 2008 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

1. Focus on Space, Wimberley, TX  
Contact: Nancy Wesson
2. Old Dominion Realty, Inc. DBA: Old Dominion Real Estate  
Institute Harrisonburg, VA  
Contact: Judith Linhoss or Pam Estes
3. Ed's Mentoring, Inc., Annandale, VA 22003  
Contact: Ed Rooney

IV. Review of Continuing Education Courses

A. Previously approved continuing education courses, approved school:

- |    |       |  |
|----|-------|--|
| 1. | 57440 | Buyer Representation (On-line), 4 hours<br>Real Estate Related, Central Virginia<br>School of Real Estate                                  |
| 2. | 57442 | Introduction to Commercial Real Estate<br>(On-line), 4 hours Real Estate Related,<br>Central Virginia School of Real Estate                |
| 3. | 57443 | Real Estate Finance Today (On-line), 4<br>hours Real Estate Related, Central<br>Virginia School of Real Estate                             |
| 4. | 57444 | Property Management and Managing Risk (On-<br>line), 4 hours Real Estate Related,<br>Central Virginia School of Real Estate                |
| 5. | 57445 | Real Estate and Taxes-What Every Agent<br>Should Know (On-line), 4 hours Real Estate<br>Related, Central Virginia School of Real<br>Estate |
| 6. | 57446 | Diversity and Doing Business (On-line), 4<br>hours Real Estate Related, Central<br>Virginia School of Real Estate                          |
| 7. | 57447 | Risk Management (On-line), 4 hours Real<br>Estate Related, Central Virginia School of<br>Real Estate                                       |
| 8. | 57448 | Fair Housing (On-line), 4 hours Fair<br>Housing, Central Virginia School of Real<br>Estate   |

9. 57463 Ethics and Real Estate (On-line), 4 hours  
Ethics and Standards of Conduct, Central  
Virginia School of Real Estate
10. 57472 The Facts of Underground Storage, 3 hours  
Legal Updates, Blue Ridge Association of  
Realtors
11. 57501 Homes For All - Serving People With  
Disabilities (On-line), 4 hours Real  
Estate Related, Moseley-Dickinson Academy  
of Real Estate
12. 57502 Real Estate Agent/Mortgage Professional  
(On-line), 4 hours Real Estate Related,  
Moseley-Dickinson Academy of Real Estate
13. 57529 Government Regulation (On-line), 2 hours  
Real Estate Related, NVAR
14. 57530 Tax Free Exchanges (On-line), 4 hours Real  
Estate Related, NVAR
15. 57531 Ethics in Real Estate (On-line), 4 hours  
Real Estate Related, NVAR
16. 57532 Consensual Dual Agency (On-line), 4 hours  
Real Estate Related, NVAR
17. 57533 Tax Advantages of Home Ownership (On-  
line), 8 hours Real Estate Related, NVAR
18. 57534 Pricing Property to Sell (On-line), 8  
hours Real Estate Related, NVAR
19. 57535 Methods of Residential Finance (On-line),  
8 hours Real Estate Related, NVAR
20. 57536 Mandatory Topics (On-line), 2 hours Fair  
Housing, 3 hours Ethics and Standards of  
Conduct, 1 hour Legal Updates, 1 hour Real  
Estate Contracts, 1 hour Real Estate  
Agency, NVAR
21. 57537 Basic Real Estate Finance (On-line), 8  
hours Real Estate Related, NVAR
22. 57546 Ethics & Real Estate (On-line), 6 hours  
Ethics & Standards of Conduct, Northern  
Virginia Association of Realtors
23. 57547 Risk Management (On-line), 4 hours Real  
Estate Related, Northern Virginia  
Association of Realtors
24. 57631 The World of Warranties, 3 hours Real  
Estate Related, New River Valley School of  
Real Estate
25. 57659 The Facts of Underground Storage Tanks, 3  
hours of Legal Updates, Piedmont School of  
Real Estate

26. 57661 The Facts of Residential Oil Underground Storage Tanks, 1 hour of Real Estate Related, Piedmont School of Real Estate
27. 57673 Seller Representation; Bringing it All Together, 3 hours Real Estate Related, Peninsula Real Estate School
28. 57675 Seller Representation; Getting Started, 3 hours Real Estate Related, Peninsula Real Estate School
29. 57677 Seller Representation; Marketing & Working with Agents, 3 hours Real Estate Related, Peninsula Real Estate School
30. 57679 Seller Representation; Preparing for the Listing Appt, 3 hours Real Estate Related, Peninsula School of Real Estate
31. 57715 1 Hour Contracts, 1 hour Real Estate Contracts, Dulles Area Real Estate School

B. Original application for continuing education course, approved school:

1. 57399 Ethics and Standards of Conduct, 3 hours of Ethics & Standards of Conduct, 1 hour of Real Estate Related, Central Virginia School of Real Estate
2. 57401 Foreclosure Procedures under Virginia Law, 3 hours Real Estate Related, NVAR
3. 57403 Creating a Web Presence for the Real Estate Agent, 1 hour Real Estate Related, Lorman Business Institute, Inc.
4. 57404 Loan Underwriting (On-line), 3 hours Real Estate Related, McKissock, LP
5. 57412 Ethics and Standards of Conduct/Current Industry Issues, 3 hours Ethics and Standards of Conduct, Master Institute
6. 57423 Agency Law, 3 hours Real Estate Agency, Master Institute
7. 57425 Fair Housing, 3 hours Fair Housing, Master Institute
8. 57427 Real Estate Law, 3 hours Legal Updates, Master Institute
9. 57464 What You Should Know About Commercial Leasing, 4 hours Real Estate Related, Institute for Continuing Education
10. 57465 What You Should Know About the Environment, 4 hours Real Estate Related, Institute for Continuing Education

11. 57466 What You Should Know About Custom Homes, 4 hours Real Estate Related, Institute for Continuing Education
12. 57468 Real Estate & Related Investments in IRA's Qualified Plans (On-line), 4 hours Real Estate Related, McKissock, LP
13. 57470 The Short Sales Option for Loan Work-Outs, 1 hour Real Estate Related, RE/MAX Olympic Education Center
14. 57474 Fair Housing, 2 hours Fair Housing, Provident School of Real Estate
15. 57477 Real Estate Settlement Procedures Act and Real Estate Fraud, 2 hours Real Estate Related, McKissock, LP
16. 57482 Land Use Law: Current Issues in Subdivision, Annexation, 7 hours Real Estate Related, National Business Institute
17. 57483 Real Estate Agency, 2 hours Real Estate Agency, Provident School of Real Estate
18. 57486 Even Odder: More Oddball Appraisals, 4 hours Real Estate Related, McKissock, LP
19. 57487 Understanding Factory-Built Housing (On-line), 4 hours Real Estate Related, McKissock, LP
20. 57488 Construction Details and Trends (On-line), 4 hours Real Estate Related, McKissock, LP
21. 57489 Fair Housing Advertising, 3 hours Fair Housing, Central Virginia School of Real Estate
22. 57491 Build Your Financial House, 3 hours Real Estate Related, Central Virginia School of Real Estate
23. 57493 Risk Management (On-line), 4 hours Real Estate Related, Moseley Flint Schools of Real Estate
24. 57494 Marketing to an Aging Population: Tips for Real Estate Agents, 1 hour Real Estate Related, Lorman Business Center, Inc.
25. 57495 The Fundamentals of Construction Contracts: Understanding the Issues, 8 hours Real Estate Related, Lorman Business Center, Inc.
26. 57496 Real Estate Broker Management, 8 hours Broker Supervision & Management, Kirks Institute
27. 57497 The New Virginia Residential Property Disclosure Statement, 1 hour Real Estate Related, MBH Settlement Group, L.C.

28. 57499 The Newest Appraisal and Financing Contingencies, 1 hour Real Estate Related, MBH Settlement Group, L.C.
29. 57503 2 HR Residential Energy Training for Realtors, 2 hours Real Estate Related, Alpha College of Real Estate
30. 57505 1 HR Residential Energy Training for Realtors, 1 hour Real Estate Related, Alpha College of Real Estate
31. 57507 2 HR Oops Things I Wish I Knew, 2 hours Real Estate Related, Alpha College of Real Estate
32. 57509 1 HR Oops Things I Wish I Knew, 1 hour Real Estate Related, Alpha College of Real Estate
33. 57511 Marketing 101- Building Brand, 2 hours Real Estate Related, Alpha College of Real Estate
34. 57521 Understanding the Basics of Real Estate Auctions, 3 hours Real Estate Related, The Chuck & Buddy College of Business Knowledge
35. 57526 Fair Housing-Law of the Land (On-line), 3 hours Fair Housing, American School of Real Estate Express, LLC
36. 57539\* Commercial Real Estate Leases, 1 hour Ethics & Standards of Conduct, 7 hours Real Estate Contracts, 5 hours Real Estate Related, Law Seminars Internat'l **\*(Seeks Retro Approval)**
37. 57566 Title Law in Virginia, 6 hours Legal Updates, 1 hour Ethics & Standards of Conduct, NBI, Inc.
38. 57567 Earn More, Work Less, 6 hours Real Estate Related, VAR
39. 57570 Impact of Leverage on Real Estate, 4 hours Real Estate Related, VAR
40. 57573 Practical Navigation for RLI, 8 hours Real Estate Related, VAR
41. 57575 Property or Business Interruption, 2 hours Real Estate Related, VAR
42. 57578 "New" 2006 Regional Sales Contract - What's Working What's Not, 2 hours Real Estate Related, MBH Settlement Group
43. 57585 Foreclosures, REO's, & Short Sales - a Primer, 2 hours Real Estate Related, MBH Settlement Group, L.C.
44. 57587 Foreclosures, REO's, & Short Sales - a Primer, 3 hours Real Estate Related, MBH Settlement Group, L.C.

- 45. 57589 Office Administration Issues in the Real Estate Industry, 8 hours Broker Management, Moseley-Flint Schools of Real Estate
- 46. 57591 Leading with the Heart, The Coach "K" Way, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 47. 57593 Home Construction, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
- 48. 57595 Preparing Your Listing for the Buyer's Home Inspection, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 49. 57597 How to Keep Yourself & Your Broker Out of Court, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 50. 57599 Risk Mgmt/"Tech" Talk on Poly. Pipes, EIF's, Alum. Wiring, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 51. 57601 Risk Mgmt 201/New Home Constr. Inspections-Why Bother?, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 52. 57603 Home Construction, 2 hours Real Estate Related, Long & Foster Institute of Real Estate
- 53. 57605 Topics in Home Inspections, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
- 54. 57607 Environmental Issues, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
- 55. 57609 Risk Management - Red Flags, 2 hours Real Estate Related, Long & Foster Institute of Real Estate
- 56. 57611 Positive Leadership, 4 hours Broker Management, Long & Foster Institute of Real Estate
- 57. 57612 The Profitable Office (Broker Management), 4 hours Broker Management, Long & Foster Institute of Real Estate
- 58. 57613 Recruiting in the Real World (Broker Management), 4 hours Broker Management, Long & Foster Institute of Real Estate
- 59. 57614 Understanding The Retail Real Estate Market, 7 hours Real Estate Related, Long & Foster Institute of Real Estate

60. 57616 Generational Marketing, 3 hours Real Estate Related, Montague Miller Real Estate Academy
61. 57618 Virginia Agency Law Review, 1 hour Real Estate Agency, Montague Miller Real Estate Academy
62. 57619 Property Management, 4 hours Real Estate Related, NVAR
63. 57620 RRG: Weathering A Stormy Transaction, 3 hours Real Estate Related, NVAR
64. 57621 Negotiating by the Courts, 3 hours Real Estate Related, NVAR
65. 57622 Negotiations, 3 hours Real Estate Related, NVAR
66. 57623 Affordable Mortgage Solutions for Today's Homebuyers, 3 hours Real Estate Related, NVAR
67. 57624 RRG: Anti-Trust and You, 3 hours Real Estate Related, NVAR
68. 57625 The Rules & Tools of Advertising - Part I, 3 hours Real Estate Related, NVAR
69. 57626 The Rules & Tools of Advertising - Part II, 3 hours Real Estate Related, NVAR
69. 57627 Basic Finance for Real Estate, 4 hours Real Estate Related, Prince William Association of Realtors
70. 57629 Unconventional Transactions, 3 hours Real Estate Contracts, Prince William Association of Realtors
71. 57637 "Green Building for Realtors", 3 hours Real Estate Related, Coldwell Banker Residential Brokerage School of Real Estate
72. 57639 Ethics in Real Estate (online), 4 hours Ethics & Standards of Conduct, New River Valley Association of Realtors
73. 57640 Certified Luxury Home Marketing Specialist Training: Understanding and Better Meeting the Needs of Affluent Buyers and Sellers, 8 hours Real Estate Related, NVAR
74. 57641 Is There Green in "Green"?, 1 hour Real Estate Related, Alpha College of Real Estate
75. 57643 Realty Executives Prospecting, 3 hours Real Estate Related, Alpha College of Real Estate
76. 57645 Realty Executives Goal Setting, 3 hours Real Estate Related, Alpha College of Real Estate
77. 57647 Realty Executives Qualifying the Sellers, 3 hours Real Estate Related, Alpha College of Real Estate

78. 57649 Realty Executives CMA, 3 hours Real Estate Related, Alpha College of Real Estate
79. 57651 Realty Executives Listing Presentation, 3 hours Real Estate Related, Alpha College of Real Estate
80. 57653 Realty Executives Working with Buyers, 2 hours Real Estate Related, 1 hour Real Estate Agency, Alpha College of Real Estate
81. 57655 Realty Executives Buyer Consultation, 3 hours Real Estate Related, Alpha College of Real Estate
82. 57657 Realty Executives Offer to Purchase / Contracts, 3 hours Real Estate Contracts, Alpha College of Real Estate
83. 57663 Foreclosure: Prevention & Opportunities for Buyer Clients, 8 hours Real Estate Related, Alpha College of Real Estate
84. 57665 Supervision of IC Realtors in the Commonwealth of Virginia, 4 hours Broker Management, MAI Institute
85. 57666 Managing A Successful Real Estate Office, 4 hours Brokers Management, MAI Institute
86. 57667 Real Estate Law, 3 hours Legal Updates, New Millennium University
87. 57669 Agency Law, 3 hours Agency Law, New Millennium University
88. 57671 Fair Housing, 3 hours Fair Housing, New Millennium University
89. 57689 Prospecting for Success, 3 hours Real Estate Related, New Millennium University
90. 57691 Real Estate Finance, 3 hours Real Estate Related, New Millennium University
91. 57693 Offer to Purchase Agreement, 3 hours Real Estate Contracts, New Millennium University
92. 57695 Ethics for New Agents, 3 hours Ethics and Standards of Conduct, New Millennium University
93. 57697 Listing Process, 3 hours Real Estate Related, New Millennium University
94. 57699 Working with Buyers, 3 hours Real Estate Related, New Millennium University
95. 57701 Business Planning, 3 hours Real Estate Related, New Millennium University
96. 57710 Real Estate Relocation, 4 hours Real Estate Related, New Millennium University
97. 57712 Virginia Agency Law, The Fair Housing Law & Legal Updates & Emerging Trends, 2 hours



- Fair Housing, 1 hour Legal Updates and 1 hour Real Estate Agency, New Millennium University
98. 57713 RE Ethics: Following the NAR Code & Understanding Controls, 3 hours Ethics and Standards of Conduct and 1 hour Real Estate Contracts, New Millennium University
  99. 57714 Property Valuation for Experienced Real Estate Agents, 2 hours Real Estate Related, Dulles Area Real Estate School
  100. 57716 The Short Sale, 2 hours Real Estate Related, Dulles Area Real Estate School
  101. 57718 Short Sale Strategies, 2 hours Real Estate Related, CBRB School of Real Estate
  102. 57720 Short Sale Strategies, 3 hours Real Estate Related, CBRB School of Real Estate
  103. 57722 Understanding Reverse Mortgages, 2 hours Real Estate Related, RAR
  104. 57724 Powerful Listing Presentations, 2 hours Real Estate Related, RAR
  105. 57726 4 Simple Steps to Diffuse Difficult People, 2 hours Real Estate Related, RAR
  106. 57728 A Workshop on Ethical Decision Making for Virginia Licensees, 3 hour Ethics & Standards of Conduct, VAR
  107. 57730 ABC's of XYZ's - Bridging the Marketing Generation Gap, 7 hours Real Estate Related, VAR
  108. 57732 Harnessing the Power - ABR Elective, 7 hours Real Estate Related, Peninsula Real Estate School
  109. 57735 Creating the Buzz- Word of Mouth Marketing, 3 hours Real Estate Related, VAR
  110. 57737 Fundamentals of Real Estate Technology, 6 hours Real Estate Related, VAR
  111. 57740 Legal Update 2008 - 1 hour, 1 hour Legal Update, VAR
  112. 57742 Legal Update 2008 - 2 hours, 2 hours Legal Updates, VAR
  113. 57744 Today's Technology, 3 hours Real Estate Related, VAR
  114. 57746 Money Talks/Compensation Issues, 2 hours Legal Updates, VAR
  115. 57748 ABR Core Course, 1 hour Legal Updates, 2 hours Fair Housing, 3 hours Ethics & Standards of Conduct, 4 hours Agency, 1 hour Contracts, 3 hours Real Estate Related,

- RAR
- 116. 57751 Realty Security, 2 hours Real Estate Related, VAR
  - 117. 57753 Money Talks/Compensation Issues, 2 hours Broker Management, VAR
  - 118. 57754 Realty Security, 3 hours Real Estate Related, VAR
  - 119. 57756 Short Sales/Foreclosure, 2 hours Real Estate Contracts, VAR
  - 120. 57758 Short Sales/Foreclosure, 2 hours Broker Management, VAR
  - 121. 57759 Tech Tools to Change the Rules, 3 hours Real Estate Related, VAR
  - 122. 57761 Ten Steps to a Successful Eviction, 2 hours Real Estate Related, VAR
  - 123. 57763 Ten Steps to a Successful Eviction, 2 hours Broker Management, VAR

C. Original application for continuing education course,  
school application pending:

- 1. 57560 Arrange Your Listing for Success, 2 hours  
Real Estate Related, Focus On Space

V. Review of Post License Education Courses

A. Previously approved post license education courses,  
approved school:

- 1. 57405 Land Development (Development) (On-line),  
1 hour Commercial Real Estate Elective  
Topics, Central Virginia School of Real  
Estate
- 2. 57414 Franchising (On-line), 1 hour Commercial  
Real Estate Elective Topics, Central  
Virginia School of Real Estate
- 3. 57415 Hospitality/Entertainment (On-line), 1  
hour Commercial Real Estate Elective  
Topics, Central Virginia School of Real  
Estate
- 4. 57416 Consulting Services (On-line), 1 hour  
Commercial Real Estate Elective Topics,  
Central Virginia School of Real Estate
- 5. 57417 Market Research (On-line), 2 hours  
Commercial Real Estate Elective Topics,  
Central Virginia School of Real Estate
- 6. 57418 Contract Writing (Contract Writing:  
Handling Customer Deposits; Agency) (On-  
line), 3 hours Commercial Real Estate

- Mandatory Topics, Central Virginia School of Real Estate
7. 57419 Property Owners' and Condo Association Law (Property Owners' and Condo. Ass. Law; etc.) (On-line), 3 hours Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  8. 57420 Listing Property; Leasing Property; Current Industry Issues and Trends, 3 hours Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  9. 57421 Land Development (Land) (On-line), 3 hours Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  10. 57422 Government Relations/Government Programs (On-line), 1 hour Commercial Real Estate Elective Hours, Central Virginia School of Real Estate
  11. 57430 Board Regulations and Statutes (Board Regulations and Statutes; Escrow Management and Accounting; Ethics) (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
  12. 57431 Commercial Sales (Sales) (On-line), 3 hours Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  13. 57432 Property Management (On-line), 2 hours Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  14. 57433 Leasing (On-line), 4 hours Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  15. 57434 Finance (On-line), 2 hour Commercial Real Estate Elective Topics, Central Virginia School of Real Estate
  16. 57435 Contractor/Maintenance Employee Relationships (On-line), 2 hours Property Management Real Estate Elective Topics, Central Virginia School of Real Estate
  17. 57436 Current Industry Issues and Trends (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
  18. 57437 Rental Marketing (On-line), 2 hours

19. 57438 Property Management Elective Topics, Central Virginia School of Real Estate Understanding Property Owner's and Condo Associations (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
20. 57439 Virginia Residential Landlord/Tenant Act and Fair Housing (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
21. 57441 Virginia Technology (Technology)(On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
22. 57449 Contract Writing and Agency (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
23. 57450 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
24. 57451 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
25. 57452 Ethics (Ethics and Standards of Conduct)(On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
26. 57453 Appraisals; Structures and Construction Process; Uniform Code (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
27. 57454 Risk Management (On-line), 4 hours Property Management Mandatory Topics, Central Virginia School of Real Estate
28. 57455 Tenant/Landlord Relationships (On-line), 2 hours Property Management Elective Topics, Central Virginia School of Real Estate
29. 57456 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
30. 57457 Virginia Finance (Finance) (On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
31. 57458 Selling Process (On-line), 3 hours

32. 57459 Residential Real Estate Elective Topics, Central Virginia School of Real Estate Real Estate Law (On-line), 3 hours
33. 57460 Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate Business Planning (On-line), 2 hours
34. 57461 Residential Real Estate Elective Topics, Central Virginia School of Real Estate Virginia Land Use Issues (Land Use Issues) (On-line), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
35. 57462 Property Valuation and Listing Process (On-line), 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
36. 57473 The Facts of Underground Storage (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Blue Ridge Association of Realtors
37. 57513 Leasing, 4 hours Commercial Real Estate Elective Topics, NVAR
38. 57514 Property Management, 2 hours Commercial Real Estate Elective Topics, NVAR
39. 57515 Government Regulations (Government Relations/Government Programs), 1 hour Commercial Real Estate Elective Topics, NVAR
40. 57516 Land Development (Land), 3 hours Commercial Real Estate Elective Topics, NVAR
41. 57517 Development, 1 hour Commercial Real Estate Elective Topics, NVAR
42. 57518 Rental Marketing (On-line), 2 hours Property Management Elective Topics, NVAR
43. 57519 Current Industry Issues & Trends (On-line), 2 hours Property Management Elective Topics, NVAR
44. 57520 Tenant/Landlord Relationships (On-line), 2 hours Property Management Elective Topics, NVAR
45. 57525 Understanding Property Owners & Condo Associations (On-line), 2 hours Property Management Elective Topics, NVAR

- 46. 57528 Contractor/Maintenance Employee Relationship (On-line), 2 hours Property Management Elective Topics, NVAR
- 47. 57540 Market Research (On-line), 2 hours Commercial Real Estate Elective Topics, NVAR
- 48. 57541 Consulting Services (On-line), 1 hour Commercial Real Estate Elective Topics, NVAR
- 49. 57542 Hospitality/Entertainment (On-line), 1 hour Commercial Real Estate Elective Topics, NVAR
- 50. 57543 Franchising (On-line), 1 hour Commercial Real Estate Elective Topics, NVAR
- 51. 57544 Finance (On-line), 2 hours Commercial Real Estate Elective Topics, NVAR
- 52. 57545 Sales (On-line), 3 hours Commercial Real Estate Elective Topics, NVAR
- 53. 57548 Ethics and Standards of Conduct (Ethics and Standards of Conduct/Current Industry Issues and Trends)(On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
- 54. 57549 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
- 55. 57550 Real Estate Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
- 56. 57551 Fair Housing (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
- 57. 57552 Agency Law (On-line), 3 hours Residential Real Estate Mandatory Topics, NVAR
- 58. 57553 Finance (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
- 59. 57554 Land Use Issues (On-line), 1 hour Residential Real Estate Elective Topics, NVAR
- 60. 57555 Technology (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
- 61. 57556 Selling Process (On-line), 3 hours Residential Real Estate Elective Topics, NVAR
- 62. 57557 Property Valuation (On-line) (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics,

- NVAR
63. 57558 Business Planning (On-line), 2 hours  
Residential Real Estate Elective Topics,  
NVAR
64. 57559 Finance (Online), 2 hours Commercial Real  
Estate Elective Topics, NVAR
65. 57632 The World of Warranties (Other Real Estate  
Related), 3 hours Residential Real Estate  
Elective Topics, New River Valley School  
of Real Estate
66. 57660 The Facts of Underground Storage Tanks  
(Real Estate Law), 3 hours Residential  
Real Estate Mandatory Topics, Piedmont  
School of Real Estate
67. 57662 The Facts of Residential Oil Underground  
Storage Tanks (Other Real Estate Related),  
1 hour Residential Real Estate Elective  
Topics, Piedmont School of Real Estate
68. 57664 Foreclosure: Prevention & Opportunities  
for Buyer Clients (Other Real Estate  
Related), 4 hours Residential Real Estate  
Elective Topics, Alpha College of Real  
Estate
69. 57674 Seller Representation; Bringing it All  
Together (Other Real Estate Related), 3  
hours Residential Real Estate Elective  
Topics, Peninsula Real Estate School
70. 57676 Seller Representation; Getting Started  
(Other Real Estate Related), 3 hours  
Residential Real Estate Elective Topics,  
Peninsula Real Estate School
71. 57678 Seller Representation; Marketing & Working  
with Agents (Other Real Estate Related), 3  
hours Residential Real Estate Elective  
Topics, Peninsula Real Estate School
72. 57680 Seller Representation; Preparing for the  
Listing Appt (Other Real Estate Related),  
3 hours Residential Real Estate Elective  
Topics, Peninsula Real Estate School
73. 57681 Sales (On-line), 3 hours Commercial Real  
Estate Elective Topics, Virginia  
Educators-Century 21 Battlefield
74. 57682 Leasing (On-line), 4 hours Commercial Real  
Estate Elective Topics, Virginia  
Educators-Century 21 Battlefield

75. 57683 Property Management (On-line), 2 hours  
Commercial Real Estate Elective Topics,  
Virginia Educators-Century 21 Battlefield
76. 57684 Finance (On-line), 2 hours Commercial Real  
Estate Elective Topics, Virginia  
Educators-Century 21 Battlefield
77. 57685 Virginia Real Estate: Finance(Finance)  
(On-line), 3 hours Residential Real Estate  
Elective Topics, Virginia Educators-  
Century 21 Battlefield
78. 57686 Virginia Real Estate: Selling Process  
(Selling Process)(On-line), 3 hours  
Residential Real Estate Elective Topics,  
Virginia Educators-Century 21 Battlefield
79. 57687 Virginia Real Estate: Technology  
(Technology)(On-line), 3 hours Residential  
Real Estate Elective Topics, Virginia  
Educators-Century 21 Battlefield
80. 57688 Virginia Real Estate: Business Planning  
(Business Planning) (On-line), 2 hours  
Residential Real Estate Elective Topics,  
Virginia Educators-Century 21 Battlefield
81. 57703 Virginia Real Estate: Property  
Valuation/Listing Process (Property  
Valuation/Listing Process) (On-line),3  
hours Residential Real Estate Elective  
Topics, Virginia Educators-Century 21  
Battlefield
82. 57704 Virginia Real Estate: Land Use Issues  
(Land Use Issues) (On-line), 1 hour  
Residential Real Estate Elective Topics,  
Virginia Educators-Century 21 Battlefield
83. 57705 Virginia Real Estate: Offer to Purchase  
(Offer to Purchase) (On-line), 3 hours  
Residential Real Estate Mandatory Topics,  
Virginia Educators-Century 21 Battlefield
84. 57706 Virginia Real Estate: Agency Law (Agency  
Law) (On-line), 3 hours Residential Real  
Estate Mandatory Topics, Virginia  
Educators-Century 21 Battlefield
85. 57707 Virginia Real Estate: Fair Housing (Fair  
Housing) (On-line), 3 hours Residential  
Real Estate Mandatory Topics, Virginia  
Educators-Century 21 Battlefield
86. 57708 Virginia Real Estate: Real Estate Law  
(Real Estate Law) (On-line), 3 hours



87. 57709 Residential Real Estate Mandatory Topics, Virginia Educators-Century 21 Battlefield Virginia Real Estate: Ethics & Standards of Conduct (Ethics & Standards of Conduct) (On-line), 3 hours Residential Real Estate Mandatory Topics, Virginia Educators-Century 21 Battlefield

B. Original application for post license education course, approved school:

1. 57209 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Carruthers Academy of Real Estate
2. 57400 Ethics and Standards of Conduct, 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
3. 57402 Foreclosure Procedure under Virginia Law (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
4. 57406 Land Use (Land Use Issues), 3 hours Residential Real Estate Elective Topics, Master Institute
5. 57407 Business Planning, 3 hours Residential Real Estate Elective Topics, Master Institute
6. 57408 Technology, 3 hours Residential Real Estate Elective Topics, Master Institute
7. 57409 Selling Process, 3 hours Residential Real Estate Elective Topics, Master Institute
8. 57410 Property Valuation/Listing Process, 3 hours Residential Real Estate Elective Topics, Master Institute
9. 57411 Finance, 3 hours Residential Real Estate Elective Topics, Master Institute
10. 57413 Ethics and Standards of Conduct/Current Industry Issues, 3 hours Residential Real Estate Mandatory Topics, Master Institute
11. 57424 Agency Law, 3 hours Residential Real Estate Mandatory Topics, Master Institute
12. 57426 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, Master Institute
13. 57428 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, Master Institute
14. 57429 Offer to Purchase, 3 hours Residential Real Estate Mandatory Topics, Master Institute

15. 57467 Fundamentals of Commercial Real Estate (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, NVAR
16. 57471 The Short Sales Option for Loan Work-Outs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, RE/MAX Olympic Education Center
17. 57475 Fair Housing, 2 hours Residential Real Estate Mandatory Topics, Provident Schools of Real Estate
18. 57484 Real Estate Agency, 2 hours Residential Real Estate Mandatory Topics, Provident School of Real Estate
19. 57490 Fair Housing Advertising (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Central Virginia School of Real Estate
20. 57492 Build Your Financial House, (Finance) 3 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
21. 57498 The New Virginia Residential Property Disclosure Statement (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
22. 57500 The Newest Appraisal and Financing Contingencies (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
23. 57504 2 HR Residential Energy Training for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
24. 57506 1 HR Residential Energy Training for Realtors (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
25. 57508 2 HR Oops Things I Wish I Knew (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
26. 57510 1 HR Oops Things I Wish I Knew (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate

27. 57512 Marketing 101 - Building Brand (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
28. 57522 Understanding the Basics of Real Estate Auctions (Selling Process), 3 hours Residential Real Estate Elective Topics, The Chuck & Buddy College of Business Knowledge
29. 57523 Understanding the Basics of Real Estate Auctions (Other Real Estate Related), 3 hours Property Management Elective Topics, The Chuck & Buddy College of Business Knowledge
30. 57524 Understanding the Basics of Real Estate Auctions (Sales), 3 hours Commercial Real Estate Elective Topics, The Chuck & Buddy College Business Knowledge
31. 57527 Fair Housing - Law of the Land (Fair Housing)(On-line), 3 hours Residential Real Estate Mandatory Topics, American School of Real Estate Express, LLC
32. 57568 Earn More, Work Less (Technology), 4 hours Residential Real Estate Elective Topics, VAR
33. 57569 Earn More, Work Less (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
34. 57571 Impact of Leverage on Real Estate (Finance), 4 hours Commercial Real Estate Elective Topics, VAR
35. 57572 Practical Navigation for RLI (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
36. 57574 Practical Navigation for RLI (Land Use Issues), 4 hours Residential Real Estate Elective Topics, VAR
37. 57576 Property or Business Interruption (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
38. 57577 Risky Business (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR
39. 57579 "New" 2006 Regional Sales Contract - What's Working What's Not (Other Real Estate Related), 2 hours Residential Real

- Estate Elective Topics, MBH Settlement Group L.C.
40. 57586 Foreclosures, REO's & Short Sales (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
41. 57588 Foreclosures, REO's & Short Sales (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
42. 57590 How-To-Do A 1031 Tax-Deferred Exchange (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
43. 57592 Leading with the Heart, The Coach "K" Way (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
44. 57594 Home Construction (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
45. 57596 Preparing Your Listing for the Buyer's Home Inspection (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
46. 57598 How to Keep Yourself & Your Broker Out of Court (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
47. 57600 Risk Mgmt/"Tech" Talk on Poly. Pipes, EIF's, Alum. Wiring (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
48. 57602 Risk Mgmt 201/New Home Constr. Inspections-Why Bother? (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
49. 57604 Home Construction (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
50. 57606 Topics in Home Inspections (Other Real Estate Related), 3 hours Residential Real

- Estate Elective Topics, Long & Foster Institute of Real Estate
51. 57608 Environmental Issues (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
  52. 57610 Risk Management - Red Flags (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
  53. 57615 Understanding The Retail Real Estate Market (Other Real Estate Related), 4 hours Commercial Real Estate Elective Topics, Long & Foster Institute of Real Estate
  54. 57617 Generational Marketing (Selling Process), 3 hours Residential Real Estate Elective Topics, Montague Miller Real Estate Academy
  55. 57628 Basic Finance for Real Estate (Finance), 4 hours Residential Real Estate Elective Topics, Prince William Association of Realtors
  56. 57630 Unconventional Transactions (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors
  57. 57638 "Green Building For Realtors" (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, CBRB School of Real Estate
  58. 57642 Is There Green in "Green"? (Other Real Estate Related), 1 hour Commercial Real Estate Elective Topics, Alpha College of Real Estate
  59. 57644 Realty Executives Prospecting (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  60. 57646 Realty Executives Goal Setting (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
  61. 57648 Realty Executives Qualifying the Seller (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

62. 57650 Realty Executives CMA (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
63. 57652 Realty Executives Listing Presentation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
64. 57654 Realty Executives Working with Buyers (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
65. 57656 Realty Executives Buyer Consultation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
66. 57658 Realty Executives Offer to Purchase /Contracts (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Alpha College of Real Estate
66. 57668 Real Estate Law, 3 hours Residential Real Estate Mandatory Topics, New Millennium University
67. 57670 Agency Law, 3 hours Residential Real Estate Mandatory Topics, New Millennium University
68. 57672 Fair Housing, 3 hours Residential Real Estate Mandatory Topics, New Millennium University
69. 57690 Prospecting for Success (Other Real Estate Related) 3 hours Residential Real Estate Elective Topics, New Millennium University
70. 57692 Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, New Millennium University
71. 57694 Offer to Purchase Agreement (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, New Millennium University
72. 57696 Ethics for New Agents (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, New Millennium University
73. 57698 Listing Process (Property Valuation/ Listing Process), 3 hours Residential Real Estate Elective Topics, New Millennium University

74. 57700 Working with Buyers (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, New Millennium University
75. 57702 Business Planning, 3 hours Residential Real Estate Elective Topics, New Millennium University
76. 57711 Real Estate Relocation (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, New Millennium University
77. 57717 The Short Sale (Finance), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
78. 57719 Short Sale Strategies (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Coldwell Banker School of Real Estate
79. 57721 Short Sale Strategies (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Coldwell Banker School of Real Estate
80. 57723 Understanding Reverse Mortgages (Finance), 2 hours Residential Real Estate Elective Topics, RAR
81. 57725 Powerful Listing Presentations (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
82. 57727 4 Simple Steps to Diffuse Difficult People (Selling Process), 2 hours Residential Real Estate Elective Topics, RAR
83. 57729 A Workshop on Ethical Decision Making for Virginia Licensees (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, VAR
84. 57731 ABC's of XYZ's - Bridging the Marketing Generation Gap (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
85. 57733 Harnessing the Power - ABR Elective (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
86. 57734 ABC's of XYZ's - Bridging the Marketing Generation Gap (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
87. 57736 Creating the Buzz - Word of Mouth Marketing (Selling Process), 3 hours

- Residential Real Estate Elective Topics, VAR
- 88. 57738 Fundamentals of Real Estate Technology (Technology), 4 hours Residential Real Estate Elective Topics, VAR
  - 89. 57739 Fundamentals of Real Estate Technology (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
  - 90. 57741 Legal Update 2008 - 1 hour (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, VAR
  - 91. 57743 Legal Updates 2008 - 2 Hours (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
  - 92. 57745 Today's Technology (Technology), 3 hours Residential Real Estate Elective Topics, VAR
  - 93. 57747 Money Talks/Compensation Issues (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
  - 94. 57749 ABR Core Course (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, RAR
  - 95. 57752 Realty Security (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
  - 96. 57755 Realty Security (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
  - 97. 57757 Short Sales/Foreclosure (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
  - 98. 57760 Tech Tools to Change the Rules (Technology), 3 hours Residential Real Estate Elective Topics, VAR
  - 99. 57762 Ten Steps to a Successful Eviction (Tenant Landlord Relationships), 2 hours Property Management Elective Topics, VAR

C. Original application for post license education course, school application pending:

- 1. 57561 Arrange Your Listing for Success (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Focus On Space



VI. Review of Limited Service Agency Courses

A. Previously approved Limited Service Agency course, approved school:

1. 57538 Limited Service Agency, 2 hours of Limited Service Agency, NVAR

VIII. Pre-Licensing Instructor Applications

1. Pamela D. Trotter - Expert (Principles & Practices)
2. Matthew J. Macomber
3. Richard W. Huntley
4. Charles E. Warren
5. Charles M. Reed
6. Leeann P. Carolla - Expert (Principles & Practices)
7. Jeffrey D. Mays
8. Leona M. Nutter

IX. Additional Continuing/Post Education Instructors

1. **Margaret Ireland**, 52699 (Virginia 16-hour Renewal Package Day 1), 52674 (Virginia 16-hour Renewal Package Day 2), 52805 (8-Hour Mandated), 52786 (4 hrs Ethics & Agency), 52803 (4 hours Fair Housing, Legal Updates and Contracts), 52778 (Real Estate Finance Today), 54705 (Agency Law), 54707 (Ethics & Standards of Conduct), 54708 (Fair Housing), 54709 (Real Estate Law), 54700 (Property Valuation/Listing Process), 54701 (Selling Process), 54702 (Finance), 54703 (Technology), 54704 (Business Planning), 52573 (Contracts/Offer to Purchase) NVAR (**Taylor**)
2. **Laura Pullen and Nancy D. Fortune**, 54013/54014 (Finance 801), Long & Foster Institute RE (**Taylor**)
3. **Jack P Moriarty** 55664/55665 (How Houses Work II, Structural Sys.), Alpha College Real Estate (**Taylor**)
4. **Jonathan Sparger, Carmelita Dance, Darlene Bristow, Mary Flory**, 56101/56102 (The World of Warranties), VAR (**Taylor**)
5. **Anthony Kinch**, 52416/54466 (The ABC's of Home Warranty), Coldwell Banker School of RE (**Gaesser**)
6. **Patrick Dolan & Jeanette Fisher**, 57266/57267 (Home Inspections), 56166/56167 (Fair Housing Act), 56820/56821 (Foreclosure and Short Sales), 56921/56922 (Fair Housing Law), 56405 (2007 New Agency Law in Virginia), 56044/56045 (Breakdown of the New Appraisal & Financing Contingencies), 55831/55832 (Agency Demystified), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for Real Estate

Agents), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (The New Regional Sales Contract A Primer), 55555/55556 (The New Regional Sales Contract), 52544 (Unconventional Transactions A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed An Overview of an Alternative Transaction), 56593/56594 (Title Insurance What is it? Why get it), 56919/56920 (Ethics for Real Estate Agents), 56818/56819 (Foreclosure and Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the Virginia Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 55556 (The New Regional Contract in Depth), 56166/56167 (Understanding Your Upcoming Virginia Transaction), MBH Settlement Group, L.C. (Gaeser)

7. **Jerrie Sexton, Regina Scott, Tim Vohar, Jo Cross and Scott Hardison**, 52585 (Business Planning), 53358 (Selling Process), 52586/52587 (Offer to Purchase), 53586/53587 (Listing Process/Property Valuation), GSH Real Estate (Gaeser)
8. **Perry E. Turner, Jr.**, 57162/57163 (Copyright Seminar), VAR (Childress)
9. **Harry Yazbek**, 55827/55828 (Real Property Rights and Public Records), 54763 (Settlement Form Review), 54571/54572 (The IRC 1031 Tax Deferred Exchange), 54569/54570 (The Settlement Process), 56439/56440 (Title Insurance), 54464/54465 (From Contract to Closing), 53785/52029 (Real Estate Contracts/Offer to Purchase), 57720/57721 (Short Sales Strategies - Pending Approval), Coldwell Banker School of Real Estate (Childress)
10. **Virginia Turley, Amy White and Craig Canute**, 54055 (Agency), 54377 (Business Planning), 52239/52240 (Ethics), Dulles Area Real Estate School (Childress)
11. **Virginia Turley**, 53512 (Core ABR Course), 53516/53517 (ABR Elective - E-Buyer), Dulles Area Real Estate School (Childress)

X. Other Business

XI. Public Comment

XII. Adjourn